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NATIONAL TREND OF BUSINESS
Lodging Industry

A SERVICE TO THE CLIENTS OF LAVENTHOL & HORWATH

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AUGUST 1987 COMPARED WITH AUGUST 1986

OCCUPANCIES RISE AFTER TWO MONTH DECLINE

For the first time since May, occupancy rates surpassed the comparable month of last year as the occupancy rate for August, reported at 71.2 percent, increased 0.4 percent over last August. Resort properties led the increase with a 1.6 percent rise in occupancy level over last August. Although highway properties had the highest occupancy rate, 73.4 percent, they were the only segment to indicate declining occupancies. Regionally, the West had the highest occupancy rate, 82.4 percent. The year-to-date occupancy rate stands at 67.8 percent, a 1.8 percent increase over the same period last year.

The average daily rate paid for a room during August was $64.21, 2.4 percent higher than in the same month last year. The Northeast region indicated an average rate of $99.64, an increase of 5.7 percent over the 1986 level. The North Central region posted a rate of $53.57, an increase of 4.6 percent over last year. The Southern region indicated the only decline in average daily rate, 1.2 percent from last August, for a rate of $53.77. The year-to-date average daily rate stands at $67.71, a 3.6 percent increase over the same period over the same period last year.

Total sales for the month of August increased a moderate 1.8 percent although F&B sales declined 1.8 percent from the same month last year. Room sales posted a gain of 2.8 percent for the current month. Year-to-date total sales rose a healthy 6.0 percent while room sales this year are 7.2 percent higher than the comparable period 1986.

Food and beverage sales per occupied room stands at $30.93 for August 1987, a decrease from $31.11 the same month last year. The average receipt per cover increased to $9.76 this month from $9.47 in August 1986. The number of covers served declined 0.9 percent during August 1987 while year-to-date there was a gain of 0.1 percent.

Please note the geographic regions are as follows:

Census Region:

Zone	States included
Northeast	CT,ME,MA,NH,NJ,NY,PA,RI,VT
North Central	IL,IN,IA,KS,MI,MN,MO,NE,ND,OH,SD,WI
South	AL,AR,DC,DE,FL,GA,KY,LA,MD,MS,NC,OK,SC,TN,TX,VA,WV
West	AK,AZ,CA,CO,HI,ID,MT,NV,NM,OR,UT,WA,WY

Census Division:

New England	CT,ME,MA,NH,RI,VT
Middle Atlantic	NJ,NY,PA
South Atlantic	DC,DE,FL,GA,MD,NC,SC,VA,WV
East North Central	IL,IN,MI,OH,WI
East South Central	AL,MS,TN
West North Central	IA,KS,MN,MO,ND,NE,SD
West South Central	AR,KY,LA,OK,TX
Mountain	AZ,CO,ID,MT,NV,NM,UT,WY
West	AK,CA,HI,OR,WA

	Projections	Actual Last Year
OCTOBER 1987	67-69%	67.2%
NOVEMBER 1987	59-61%	60.9%
DECEMBER 1987	48-50%	50.4%

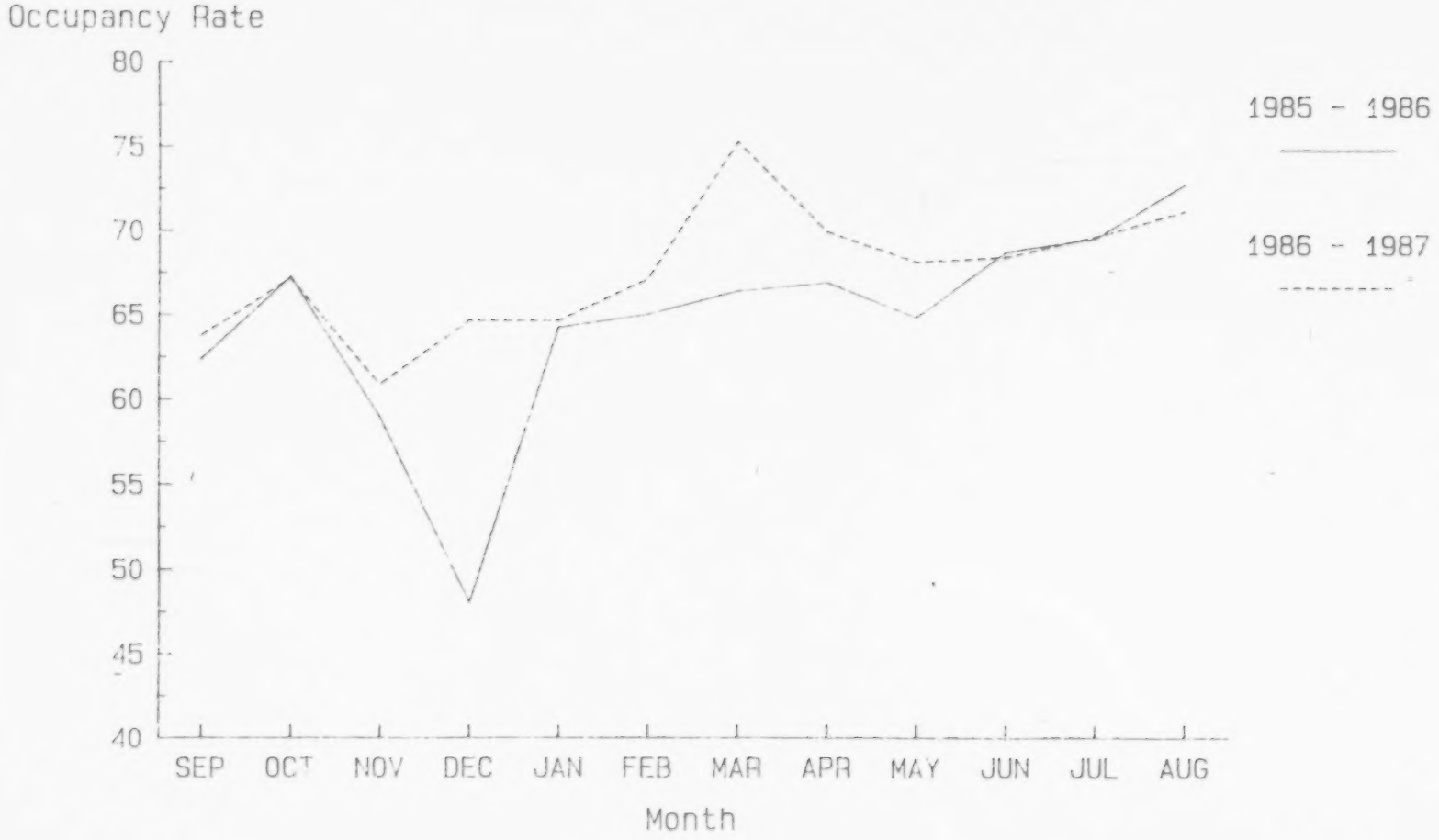
SEASONALLY ADJUSTED OCCUPANCY RATES FOR THE MAJOR CLASSIFICATIONS

	This Month	Percentage Changes*
TOTAL U.S.A.	64.5%	-2.3%
AFFILIATION:		
Chain	65.8	-1.3
Independent	63.8	1.6
CENSUS REGION:		
Northeast	77.1	-0.1
North Central	61.7	-0.6
South	61.9	-1.7
West	72.7	4.6
CENSUS DIVISION:		
New England	72.1	0.1
Middle Atlantic	79.1	-0.7
South Atlantic	67.2	-1.5
East North Central	63.8	1.1
East South Central	43.0	-33.0
West North Central	59.2	-2.5
West South Central	54.0	-2.9
Mountain	51.9	-6.3
West	74.3	0.7
LOCATION:		
Center City	67.8	-0.7
Suburban	61.3	-3.8
Airport	66.8	-0.6
Highway	64.6	-0.8
Resort	65.7	2.0
SIZE:		
Under 150 rooms	62.8	0.2
150 to 299 rooms	63.8	1.4
300 to 600 rooms	64.1	-4.5
Over 600 rooms	73.9	-1.5
TYPE:		
Hotel	67.4	-0.6
Motor Hotel	63.3	-1.6
Economy	63.9	1.6

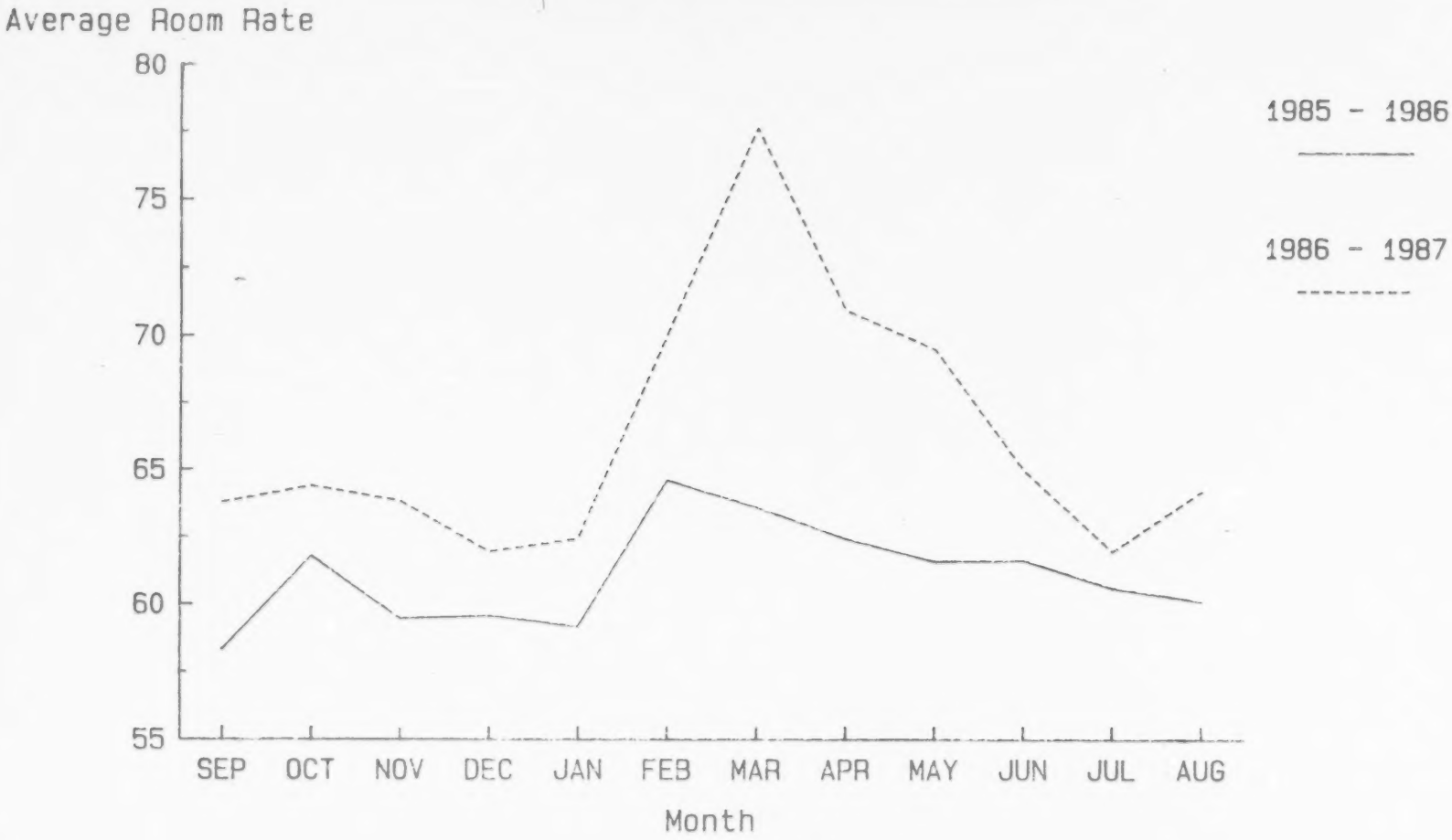
* FROM PREVIOUS MONTH

Mark Lomanno, Director
John Krepelka, Consultant
Research and Development

NATIONAL OCCUPANCY RATE
SEPTEMBER 1985 - AUGUST 1986
SEPTEMBER 1986 - AUGUST 1987



NATIONAL AVERAGE ROOM RATE
SEPTEMBER 1985 - AUGUST 1986
SEPTEMBER 1986 - AUGUST 1987



ROOMS REPORT - AUGUST 1987 COMPARED WITH AUGUST 1986

	OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		ROOM SALES PER GUEST		ROOMS PAYROLL PER OCCUPIED ROOM		ROOMS PAYROLL PERCENT OF ROOMS SALES	
	1987	1986	1987	1986	1987	1986	1987	1986	1987	1986	1987	1986
TOTAL	71.2	70.9	77.6	77.0	$ 64.21	$ 62.71	$ 39.05	$ 38.17	$ 14.86	$ 14.59	21.2	21.5
CENSUS REGION:												
Northeast	81.2	81.8	56.3	55.9	$ 99.64	$ 94.29	$ 65.83	$ 62.49	$ 20.99	$ 20.02	20.6	20.7
North Central	73.0	73.8	51.1	52.7	53.57	51.21	37.27	35.21	11.12	10.81	18.6	18.9
South	64.7	64.1	94.9	93.7	53.77	54.43	29.14	29.91	13.66	13.76	23.0	23.0
West	82.4	82.5	82.9	80.2	69.44	66.85	43.50	41.93	12.66	12.43	19.4	20.4
CENSUS DIVISION:												
New England	82.6	81.6	53.1	53.5	$ 83.89	$ 77.71	$ 56.24	$ 52.82	$ 16.52	$ 15.83	19.3	20.1
Middle Atlantic	80.6	81.9	57.0	56.#	105.27	100.01	67.98	64.56	22.47	21.36	21.0	20.9
South Atlantic	68.8	68.6	108.8	106.5	55.92	56.34	27.71	28.58	13.95	13.97	23.1	22.9
East North Central	74.0	75.8	49.4	50.8	56.48	53.18	40.31	37.37	11.64	11.19	18.1	18.6
East South Central	49.9	50.6	*	*	38.61	34.06	*	*	*	*	*	*
West North Central	71.3	70.6	53.3	55.#	48.72	47.92	33.12	32.14	10.40	10.27	19.3	19.4
West South Central	57.3	55.8	58.0	55.9	49.23	50.25	34.17	35.17	12.87	13.11	22.7	23.1
Mountain	58.0	65.9	56.6	58.8	35.23	34.82	28.11	27.52	11.27	10.29	27.4	25.1
Pacific	85.1	84.4	84.1	81.8	72.01	69.80	44.07	42.57	12.87	12.79	18.6	19.9
AFFILIATION:												
Chain	71.5	71.1	73.4	72.8	$ 63.01	$ 61.86	$ 39.40	$ 38.71	$ 14.18	$ 13.96	20.4	20.6
Independent	69.3	69.9	97.1	96.8	70.26	66.99	37.64	35.93	19.52	19.07	27.1	27.1
LOCATION:												
Center City	70.5	70.2	58.1	57.0	$ 81.44	$ 79.08	$ 53.55	$ 52.13	$ 18.09	$ 17.58	21.4	21.4
Suburban	69.6	69.5	67.9	70.5	55.56	54.93	33.91	33.19	12.65	12.68	21.5	21.9
Airport	71.1	70.8	43.8	44.1	57.03	55.04	42.99	41.10	11.76	11.15	19.6	19.9
Highway	73.4	74.0	103.3	98.1	43.24	42.13	23.24	23.29	9.48	9.39	20.0	20.8
Resort	71.4	70.3	123.0	127.5	68.86	66.18	31.65	29.85	14.52	14.32	22.3	22.7
SIZE:												
Under 150 Rooms	72.7	73.7	82.1	83.2	$ 47.07	$ 46.05	$ 29.05	$ 28.25	$ 12.09	$ 11.89	24.7	24.8
150 - 299 Rooms	70.0	68.9	73.0	71.7	54.59	53.66	33.05	32.57	12.42	12.15	21.0	20.8
300 - 600 Rooms	68.3	67.4	83.1	76.9	71.18	68.97	38.87	39.14	14.11	14.41	20.0	21.2
Over 600 Rooms	74.7	75.2	74.0	78.8	82.87	80.08	49.46	46.39	18.46	17.49	21.8	21.4
TYPE:												
Hotel	70.0	69.6	71.1	70.9	$ 77.52	$ 75.55	$ 46.03	$ 44.86	$ 16.97	$ 16.63	21.7	21.8
Motor Hotel	71.2	71.5	81.1	80.4	48.18	46.87	28.49	27.62	10.00	9.65	18.9	19.2
Economy	78.4	79.2	88.8	93.4	33.55	32.65	20.83	19.78	10.19	9.77	28.5	28.2
All Suites	74.7	70.0	147.0	143.7	69.57	66.82	28.24	27.53	13.82	14.09	19.8	20.7

* Insufficient Response

VARIATION REPORT - AUGUST 1987 COMPARED WITH AUGUST 1986

	SALES PERCENT CHANGE						SALES PER OCCUPIED ROOM PERCENT CHANGE				PAYROLL PER OCCUPIED ROOM PERCENT CHANGE		
	TOTAL	ROOMS	F&B	FOOD	BEV	OTHER	TOTAL	ROOMS	F&B	OTHER	TOTAL	ROOMS	F&B
TOTAL	1.8	2.8	-1.8	-0.6	-5.2	4.9	1.4	2.4	-0.6	7.2	4.4	1.9	-1.7
CENSUS REGION:													
Northeast	5.7	5.5	3.8	5.9	-2.1	13.9	5.8	5.7	3.8	13.8	5.1	4.8	4.8
North Central	2.7	4.1	1.7	2.1	0.6	-6.1	3.2	4.6	2.4	-6.0	3.9	2.9	4.5
South	-3.5	-2.2	-8.5	-7.4	-11.5	3.2	-2.5	-1.2	-6.0	7.3	4.1	-0.7	-6.3
West	9.5	10.2	7.0	7.8	4.7	16.7	3.2	3.9	4.9	17.3	4.6	1.9	-3.5
CENSUS DIVISION:													
New England	10.5	10.6	4.8	8.2	-4.2	33.7	7.8	8.0	2.3	30.5	3.7	4.4	2.2
Middle Atlantic	4.3	4.2	3.4	5.1	-1.3	8.6	5.4	5.3	4.2	9.3	5.6	5.2	5.5
South Atlantic	-4.7	-3.4	-10.5	-9.9	-12.2	4.6	-2.1	-0.7	-6.0	11.3	-3.4	-0.1	-6.6
East North Central	3.4	5.5	3.2	2.7	4.5	-11.6	4.1	6.2	4.6	-10.2	7.0	4.0	10.6
East South Central	34.0	26.5	*	*	*	*	20.0	13.4	*	*	*	*	*
West North Central	1.4	1.5	-0.8	1.0	-6.2	18.1	1.7	1.7	-1.0	16.2	-0.4	1.3	-4.3
West South Central	-0.5	0.6	-3.3	-0.6	-9.9	-2.9	-3.2	-2.0	-5.9	-5.3	24.5	-1.8	-5.4
Mountain	-8.1	-11.1	-3.5	2.1	-21.6	10.2	4.5	1.2	8.0	23.8	13.3	9.5	4.6
Pacific	10.3	11.1	7.4	8.0	5.5	18.1	2.4	3.2	4.5	16.7	3.2	0.6	-4.6
AFFILIATION:													
Chain	1.0	2.1	-2.7	-1.3	-6.5	3.2	0.8	1.9	-1.1	5.9	5.0	1.6	-2.1
Independent	5.1	6.3	1.2	1.8	-0.8	11.6	3.7	4.9	-0.3	10.9	0.7	2.4	-1.6
LOCATION:													
Center City	-2.0	-0.7	-6.3	-5.1	-9.8	0.5	1.6	3.0	-2.4	4.9	8.1	2.9	-1.2
Suburban	3.4	4.2	-1.3	2.0	-10.2	14.9	0.4	1.1	-0.5	15.0	0.9	-0.2	-1.0
Airport	6.0	7.8	0.8	4.0	-6.8	8.4	1.8	3.6	0.7	8.7	3.4	5.5	-3.0
Highway	3.9	4.0	4.9	6.1	1.0	-1.7	2.6	2.6	3.5	-	1.8	1.0	1.8
Resort	5.9	6.7	3.0	2.2	5.2	10.4	3.3	4.0	0.8	10.4	0.2	1.4	-2.1
SIZE:													
Under 150 Rooms	3.4	3.6	1.6	2.0	-0.5	7.1	1.9	2.2	3.5	8.1	4.6	1.7	2.9
150 - 299 Rooms	4.3	5.5	0.7	3.4	-5.1	6.4	0.6	1.7	-1.5	4.7	-0.9	2.2	-1.9
300 - 600 Rooms	1.4	1.4	-1.0	0.2	-4.6	11.0	3.1	3.2	1.9	15.9	6.6	-2.1	-5.1
Over 600 Rooms	-0.2	1.8	-5.6	-5.0	-7.4	-1.5	1.4	3.5	-3.7	1.8	6.2	5.5	1.8
TYPE:													
Hotel	0.3	1.4	-3.4	-2.6	-5.9	5.2	1.5	2.6	-1.1	8.9	6.1	2.0	-1.1
Motor Hotel	4.8	4.9	5.3	8.1	-2.7	2.9	2.8	2.8	4.3	2.9	0.6	3.6	0.5
Economy	3.8	3.8	9.6	26.3	-18.2	-4.9	2.7	2.8	-0.2	-3.4	3.6	4.3	7.9
All Suites	12.5	14.3	2.1	4.0	-2.2	15.7	2.6	4.1	-4.8	8.5	-3.7	-1.9	-7.9

* Insufficient Response
\- No Change

TREND REPORT AUGUST 1987 COMPARED WITH AUGUST 1986

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	AUG	% CHG	AUG	% CHG	AUG	% CHG	AUG	% CHG
TOTAL	1.8	2.8	-1.8	4.9	71.2	0.4	77.6	0.8	$ 64.21	2.4	$ 91.76	1.4
CENSUS REGION:												
Northeast	5.7	5.5	3.8	13.9	81.2	-0.7	56.3	0.7	$ 99.64	5.7	$136.24	5.8
North Central	2.7	4.1	1.7	-6.1	73.0	-1.1	51.1	-3.0	53.57	4.6	80.79	3.2
South	-3.5	-2.2	-8.5	3.2	64.7	0.9	94.9	1.3	53.77	-1.2	79.22	-2.5
West	9.5	10.2	7.0	16.7	82.4	-0.1	82.9	3.4	69.44	3.9	94.46	3.2
CENSUS DIVISION:												
New England	10.5	10.6	4.8	33.7	82.6	1.2	53.1	-0.7	$ 83.89	8.0	$121.25	7.8
Middle Atlantic	4.3	4.2	3.4	8.6	80.6	-1.6	57.0	1.1	105.27	5.3	141.60	5.4
South Atlantic	-4.7	-3.4	-10.5	4.6	68.8	0.3	108.8	2.2	55.92	-0.7	83.71	-2.1
East North Central	3.4	5.5	3.2	-11.6	74.0	-2.4	49.4	-2.8	56.48	6.2	85.15	4.1
East South Central	34.0	26.5	*	*	49.9	-1.4	*	*	38.61	13.4	53.50	20.0
West North Central	1.4	1.5	-0.8	18.1	71.3	1.0	53.3	-3.8	48.72	1.7	73.54	1.7
West South Central	-0.5	0.6	-3.3	-2.9	57.3	2.7	58.0	3.8	49.23	-2.0	69.65	-3.2
Mountain	-8.1	-11.1	-3.5	10.2	58.0	-12.0	56.6	-3.7	35.23	1.2	48.61	4.5
Pacific	10.3	11.1	7.4	18.1	85.1	0.8	84.1	3.4	72.01	3.2	97.90	2.4
AFFILIATION:												
Chain	1.0	2.1	-2.7	3.2	71.5	0.6	73.4	0.8	$ 63.01	1.9	$ 88.23	0.8
Independent	5.1	6.3	1.2	11.6	69.3	-0.9	97.1	0.3	70.26	4.9	109.50	3.7
LOCATION:												
Center City	-2.0	-0.7	-6.3	0.5	70.5	0.4	58.1	1.9	$ 81.44	3.0	$117.08	1.6
Suburban	3.4	4.2	-1.3	14.9	69.6	0.1	67.9	-3.7	55.56	1.1	75.87	0.4
Airport	6.0	7.8	0.8	8.4	71.1	0.4	43.8	-0.7	57.03	3.6	81.73	1.8
Highway	3.9	4.0	4.9	-1.7	73.4	-0.8	103.3	5.3	43.24	2.6	54.91	2.6
Resort	5.9	6.7	3.0	10.4	71.4	1.6	123.0	-3.5	68.86	4.0	108.32	3.3
SIZE:												
Under 150 Rooms	3.4	3.6	1.6	7.1	72.7	-1.4	82.1	-1.3	$ 47.07	2.2	$ 58.60	1.9
150 - 299 Rooms	4.3	5.5	0.7	6.4	70.0	1.6	73.0	1.8	54.59	1.7	78.22	0.6
300 - 600 Rooms	1.4	1.4	-1.0	11.0	68.3	1.3	83.1	8.1	71.18	3.2	107.61	3.1
Over 600 Rooms	-0.2	1.8	-5.6	-1.5	74.7	-0.7	74.0	-6.1	82.87	3.5	119.26	1.4
TYPE:												
Hotel	0.3	1.4	-3.4	5.2	70.0	0.6	71.1	0.3	$ 77.52	2.6	$116.58	1.5
Motor Hotel	4.8	4.9	5.3	2.9	71.2	-0.4	81.1	0.9	48.18	2.8	64.05	2.8
Economy	3.8	3.8	9.6	-4.9	78.4	-1.0	88.8	-4.9	33.55	2.8	34.49	2.7
All Suites	12.5	14.3	2.1	15.7	74.7	6.7	147.0	2.3	69.57	4.1	84.76	2.6

* Insufficient Response

FOOD AND BEVERAGE REPORT - AUGUST 1987 COMPARED WITH AUGUST 1986

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1987	1986	1987	1986	1987	1986	1987	1986	1987	1986	1987	1986	% CHG
TOTAL	$30.93	$31.11	$ 9.76	$ 9.47	0.33	0.34	0.22	0.22	54.1	54.0	$ 7.33	$ 7.18	-0.9
CENSUS REGION:													
Northeast	$32.69	$31.49	$12.58	$12.15	0.32	0.32	0.22	0.21	58.8	58.1	$ 10.24	$ 9.92	0.9
North Central	29.85	29.14	8.04	7.74	0.33	0.34	0.22	0.23	46.2	45.3	4.89	4.74	-
South	27.79	29.57	9.16	9.05	0.34	0.35	0.23	0.23	55.8	55.4	7.34	7.22	-3.9
West	40.52	38.63	9.85	9.37	0.32	0.34	0.22	0.23	46.8	50.5	5.16	5.29	3.7
CENSUS DIVISION:													
New England	$38.91	$38.03	$11.49	$11.62	0.32	0.34	0.24	0.23	53.1	53.0	$ 8.21	$ 8.55	9.7
Middle Atlantic	30.83	29.59	13.08	12.37	0.32	0.31	0.21	0.20	61.0	60.0	11.17	10.47	-2.7
South Atlantic	28.30	30.10	9.59	9.52	0.35	0.35	0.24	0.24	55.7	55.3	7.59	7.36	-5.4
East North Central	30.62	29.28	7.69	7.26	0.35	0.35	0.23	0.23	47.4	45.1	5.04	4.61	0.3
East South Central	*	*	*	*	*	*	*	*	*	*	*	*	*
West North Central	28.62	28.91	8.51	8.39	0.31	0.33	0.21	0.21	44.3	45.7	4.69	4.92	-0.4
West South Central	26.51	28.18	8.23	7.99	0.34	0.35	0.20	0.20	55.9	55.5	6.75	6.89	-1.0
Mountain	25.18	23.32	7.20	6.96	0.38	0.39	0.29	0.25	47.4	49.0	4.22	4.44	-1.9
Pacific	41.22	39.43	9.99	9.50	0.32	0.34	0.22	0.23	46.7	50.7	5.31	5.43	4.0
AFFILIATION:													
Chain	$27.67	$27.97	$ 9.59	$ 9.31	0.32	0.33	0.22	0.22	53.5	53.7	$ 7.12	$ 7.05	0.1
Independent	49.09	49.23	10.35	10.01	0.36	0.37	0.23	0.24	57.0	55.3	8.28	7.74	-4.4
LOCATION:													
Center City	$32.30	$33.09	$10.95	$10.83	0.32	0.33	0.22	0.22	59.1	57.9	$ 8.93	$ 8.72	-0.1
Suburban	28.21	28.35	9.02	8.64	0.35	0.35	0.23	0.23	53.5	53.9	6.65	6.71	-1.1
Airport	27.84	27.65	9.06	8.22	0.32	0.34	0.22	0.22	47.5	48.9	5.64	5.46	-4.6
Highway	21.08	20.37	7.17	6.80	0.36	0.37	0.24	0.24	41.1	41.5	3.70	3.83	2.5
Resort	38.31	38.01	9.37	9.15	0.34	0.35	0.23	0.22	50.6	50.6	6.30	6.14	-1.4
SIZE:													
Under 150 Rooms	$37.95	$36.67	$ 7.54	$ 7.36	0.36	0.37	0.27	0.27	41.4	41.2	$ 3.64	$ 3.64	-0.4
150 - 299 Rooms	27.74	28.17	8.51	8.45	0.35	0.37	0.24	0.23	52.7	52.1	6.53	6.56	2.8
300 - 600 Rooms	32.06	31.47	10.22	9.60	0.33	0.34	0.22	0.23	51.1	53.8	7.14	7.11	1.3
Over 600 Rooms	30.59	31.75	11.17	10.93	0.31	0.32	0.20	0.20	61.3	57.8	9.46	8.75	-6.9
TYPE:													
Hotel	$34.87	$35.26	$10.44	$10.26	0.33	0.33	0.22	0.22	56.8	55.9	$ 8.16	$ 7.96	-1.1
Motor Hotel	21.71	20.81	7.23	6.57	0.35	0.37	0.23	0.23	42.9	44.9	4.21	4.22	0.1
Economy	6.02	6.03	*	*	0.38	0.34	0.24	0.27	43.7	40.0	*	*	*
All Suites	26.53	27.86	9.99	9.02	0.37	0.41	0.24	0.25	51.6	52.1	8.01	7.26	-6.8

* Insufficient Response
\- No Change

YEAR TO DATE ROOMS REPORT - AS OF AUGUST 1987

	OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		ROOM SALES PER GUEST		ROOMS PAYROLL PER OCCUPIED ROOM		ROOMS PAYROLL PERCENT OF ROOMS SALES	
	1987	1986	1987	1986	1987	1986	1987	1986	1987	1986	1987	1986
TOTAL	67.8	66.6	63.7	61.9	$ 67.71	$ 65.34	$ 44.93	$ 43.81	$ 14.86	$ 14.57	20.0	20.4
CENSUS REGION:												
Northeast	74.4	72.7	46.1	42.9	$101.55	$ 97.12	$ 71.62	$ 69.92	$ 22.56	$ 21.37	21.7	21.5
North Central	63.0	63.0	42.5	42.4	53.79	51.45	39.69	38.00	11.58	11.44	19.5	20.2
South	66.4	65.2	80.6	78.7	62.80	61.04	38.14	37.58	13.16	13.16	18.8	19.3
West	70.6	68.8	55.5	53.6	66.19	63.78	46.43	44.99	14.16	13.94	21.2	21.8
CENSUS DIVISION:												
New England	69.4	68.0	44.9	41.6	$ 79.85	$ 76.23	$ 57.26	$ 55.74	$ 17.65	$ 16.30	21.8	21.2
Middle Atlantic	75.7	73.9	46.2	43.1	106.63	101.99	73.88	72.17	23.63	22.47	21.6	21.5
South Atlantic	72.3	70.1	93.8	92.4	67.43	64.64	37.38	36.10	13.61	13.54	18.4	19.1
East North Central	64.3	64.2	39.8	39.2	56.00	52.62	42.61	40.07	12.11	11.82	19.4	20.2
East South Central	57.4	60.3	38.5	47.1	47.42	45.06	39.32	33.38	9.17	8.85	18.6	18.8
West North Central	60.8	61.0	47.7	48.2	49.65	49.33	34.54	34.44	10.70	10.83	19.7	20.0
West South Central	56.4	56.7	47.3	44.3	53.16	54.13	40.72	42.78	12.32	12.56	20.2	20.1
Mountain	60.1	61.1	46.5	46.4	49.76	47.87	37.49	36.62	12.03	12.38	22.3	23.6
Pacific	73.6	71.2	57.2	55.0	70.08	68.04	48.04	46.59	14.97	14.54	20.9	21.3
AFFILIATION:												
Chain	68.1	66.8	61.2	59.1	$ 65.52	$ 63.41	$ 44.20	$ 43.31	$ 14.13	$ 13.89	19.7	20.0
Independent	66.5	65.4	74.9	74.7	78.53	74.85	48.00	45.92	19.27	18.73	21.7	22.0
LOCATION:												
Center City	66.4	64.4	49.3	46.4	$ 82.96	$ 80.40	$ 58.67	$ 57.98	$ 18.50	$ 18.15	21.3	21.5
Suburban	64.7	64.4	52.8	52.2	56.94	55.37	38.31	37.21	11.78	11.70	19.5	19.9
Airport	70.7	69.1	34.7	33.1	56.88	55.74	44.26	44.01	11.74	11.60	19.8	20.1
Highway	67.4	67.6	79.8	76.8	43.85	42.82	26.14	26.10	9.31	8.93	20.0	19.9
Resort	72.4	70.4	107.6	107.8	83.32	78.48	42.91	40.37	15.42	15.15	17.5	18.2
SIZE:												
Under 150 Rooms	65.8	66.5	66.4	64.8	$ 47.03	$ 45.27	$ 30.92	$ 30.06	$ 12.34	$ 11.89	23.5	23.7
150 - 299 Rooms	65.6	64.4	58.7	56.9	57.23	55.79	37.29	36.77	12.22	12.04	20.0	20.2
300 - 600 Rooms	67.4	65.0	64.1	62.3	73.89	71.17	46.42	45.18	14.06	14.15	18.9	19.7
Over 600 Rooms	73.6	71.8	66.6	64.9	91.03	87.78	56.44	54.62	19.14	18.44	20.3	20.3
TYPE:												
Hotel	68.4	66.3	57.6	56.1	$ 80.99	$ 78.45	$ 53.12	$ 51.84	$ 16.84	$ 16.55	20.3	20.7
Motor Hotel	66.2	66.5	67.5	65.3	48.22	47.01	30.92	30.52	9.95	9.78	18.6	19.0
Economy	68.3	69.1	79.1	78.4	33.34	32.10	21.11	20.04	9.80	9.28	27.7	27.2
All Suites	71.8	68.0	116.5	115.6	76.89	73.13	37.70	36.33	14.88	14.95	17.9	18.9

YEAR TO DATE VARIATION REPORT - AS OF AUGUST 1987

	SALES PERCENT CHANGE						SALES PER OCCUPIED ROOM PERCENT CHANGE				PAYROLL PER OCCUPIED ROOM PERCENT CHANGE		
	TOTAL	ROOMS	F&B	FOOD	BEV	OTHER	TOTAL	ROOMS	F&B	OTHER	TOTAL	ROOMS	F&B
TOTAL	6.0	7.2	2.7	3.8	-0.5	8.5	2.5	3.6	-0.2	6.0	0.6	2.0	-1.0
CENSUS REGION:													
Northeast	6.9	7.0	6.2	7.8	2.2	8.4	4.5	4.6	3.7	5.9	2.9	5.6	3.7
North Central	4.0	5.6	0.7	1.7	-2.1	4.6	2.9	4.5	-0.6	2.8	1.2	1.2	-0.4
South	3.8	4.9	0.1	1.3	-3.0	8.8	1.8	2.9	-2.4	6.4	-0.9	-	-3.6
West	11.3	13.1	6.4	7.1	4.2	10.5	2.1	3.8	1.3	6.5	0.9	1.6	-1.3
CENSUS DIVISION:													
New England	6.1	7.6	3.1	4.3	-0.1	8.5	3.3	4.7	0.1	5.4	4.0	8.3	1.9
Middle Atlantic	7.0	6.9	7.2	8.8	2.9	8.4	4.7	4.5	4.8	6.0	2.7	5.2	4.1
South Atlantic	6.4	7.7	2.2	3.1	-0.4	11.4	3.0	4.3	-1.2	8.2	-1.0	0.5	.2
East North Central	6.6	8.4	3.3	4.2	0.7	4.4	4.6	6.4	0.7	1.7	2.5	2.5	1.1
East South Central	-0.3	-0.4	0.5	3.2	-7.4	-5.2	5.3	5.2	5.1	-1.2	4.7	3.6	4.3
West North Central	-1.0	0.2	-4.0	-2.8	-7.6	5.0	-0.5	0.6	-3.0	5.0	-0.9	-1.2	-4.7
West South Central	-3.1	-2.3	-5.5	-3.7	-10.2	-1.1	-2.6	-1.8	-6.6	-2.1	-1.3	-1.9	-7.8
Mountain	4.2	2.9	5.1	6.8	0.5	14.4	5.3	3.9	3.4	11.7	-1.0	-2.8	-1.9
Pacific	12.7	15.0	6.7	7.2	5.0	9.4	0.9	3.0	0.8	4.8	1.5	3.0	-1.1
AFFILIATION:													
Chain	5.6	6.8	2.1	3.5	-1.8	7.4	2.1	3.3	-0.6	4.7	0.5	1.7	-1.1
Independent	7.6	8.7	4.5	4.8	3.5	11.5	3.9	4.9	1.0	9.1	0.9	2.9	-0.5
LOCATION:													
Center City	5.5	6.3	2.9	4.2	-0.8	7.4	2.4	3.2	-0.4	3.9	1.6	1.9	-1.0
Suburban	5.1	6.5	0.5	2.6	-4.9	9.8	1.4	2.8	-1.2	7.5	-0.1	0.7	-2.8
Airport	6.7	9.0	0.6	2.5	-4.4	9.4	-0.2	2.0	-2.7	7.2	-5.8	1.2	-4.9
Highway	2.7	3.4	0.4	2.3	-4.7	-0.7	1.7	2.4	-0.6	-0.2	2.1	4.3	-0.1
Resort	8.8	10.5	5.0	4.9	5.3	11.0	4.6	6.2	1.6	7.7	0.9	1.8	1.1
SIZE:													
Under 150 Rooms	4.7	5.2	1.5	2.2	-0.6	7.1	3.4	3.9	2.0	6.3	-4.7	3.8	0.4
150 - 299 Rooms	4.6	6.4	0.2	1.6	-3.3	3.7	0.8	2.6	-2.0	2.0	-1.2	1.5	-3.5
300 - 600 Rooms	7.4	8.6	4.0	5.1	0.9	11.9	2.7	3.8	0.3	8.2	0.3	-0.6	-2.3
Over 600 Rooms	6.2	7.3	3.4	4.5	0.3	8.4	2.7	3.7	0.1	5.6	2.8	3.8	1.5
TYPE:													
Hotel	6.5	7.7	3.2	4.3	0.2	10.4	2.1	3.2	-0.2	7.1	0.5	1.8	-1.3
Motor Hotel	2.8	3.7	0.3	1.9	-3.8	-1.4	1.6	2.6	-0.5	-1.7	0.7	1.7	0.1
Economy	5.3	5.0	7.8	8.1	10.7	6.2	4.2	3.9	10.2	6.7	4.6	5.6	7.3
All Suites	13.0	16.5	0.5	2.1	-2.9	10.9	2.0	5.1	-4.9	4.4	-4.6	-0.5	-7.6

- No Change

YEAR TO DATE TREND REPORT - AS OF AUGUST 1987

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	AUG	% CHG	AUG	% CHG	AUG	% CHG	AUG	% CHG
TOTAL	6.0	7.2	2.7	8.5	67.8	1.8	63.7	2.9	$ 67.71	3.6	$101.64	2.5
CENSUS REGION:												
Northeast	6.9	7.0	6.2	8.4	74.4	2.3	46.1	7.5	$101.55	4.6	$148.62	4.5
North Central	4.0	5.6	0.7	4.6	63.0	-	42.5	0.2	53.79	4.5	85.11	2.9
South	3.8	4.9	0.1	8.8	66.4	1.8	80.6	2.4	62.80	2.9	95.29	1.8
West	11.3	13.1	6.4	10.5	70.6	2.6	55.5	3.5	66.19	3.8	96.82	2.1
CENSUS DIVISION:												
New England	6.1	7.6	3.1	8.5	69.4	2.1	44.9	7.9	$ 79.85	4.7	$131.13	3.3
Middle Atlantic	7.0	6.9	7.2	8.4	75.7	2.4	46.2	7.2	106.63	4.5	152.71	4.7
South Atlantic	6.4	7.7	2.2	11.4	72.3	3.1	93.8	1.5	67.43	4.3	103.39	3.0
East North Central	3.6	8.4	3.3	4.4	64.3	0.2	39.8	1.5	56.00	6.4	88.16	4.6
East South Central	-0.3	-0.4	0.5	-5.2	57.4	-4.8	38.5	-18.3	47.42	5.2	64.86	5.3
West North Central	-1.0	0.2	-4.0	5.0	60.8	-0.3	47.7	-1.0	49.65	0.6	79.42	-0.5
West South Central	-3.1	-2.3	-5.5	-1.1	56.4	-0.5	47.3	6.8	53.16	-1.8	78.64	-2.6
Mountain	4.2	2.9	5.1	14.4	60.1	-1.6	46.5	0.2	49.76	3.9	77.37	5.3
Pacific	12.7	15.0	6.7	9.4	73.6	3.4	57.2	4.0	70.08	3.0	101.43	0.9
AFFILIATION:												
Chain	5.6	6.8	2.1	7.4	68.1	1.9	61.2	3.6	$ 65.52	3.3	$ 96.08	2.1
Independent	7.6	8.7	4.5	11.5	66.5	1.7	74.9	0.3	78.53	4.9	129.05	3.9
LOCATION:												
Center City	5.5	6.3	2.9	7.4	66.4	3.1	49.3	6.3	$ 82.96	3.2	$125.77	2.4
Suburban	5.1	6.5	0.5	9.8	64.7	0.5	52.8	1.1	56.94	2.8	81.94	1.4
Airport	6.7	9.0	0.6	9.4	70.7	2.3	34.7	4.8	56.88	2.0	84.27	-0.2
Highway	2.7	3.4	0.4	-0.7	67.4	-0.3	79.8	3.9	43.85	2.4	57.67	1.7
Resort	8.8	10.5	5.0	11.0	72.4	2.8	107.6	-0.2	83.32	6.2	135.49	4.6
SIZE:												
Under 150 Rooms	4.7	5.2	1.5	7.1	65.8	-1.1	66.4	2.5	$ 47.03	3.9	$ 59.69	3.4
150 - 299 Rooms	4.6	6.4	0.2	3.7	65.6	1.9	58.7	3.2	57.23	2.6	84.81	0.8
300 - 600 Rooms	7.4	8.6	4.0	11.9	67.4	3.7	64.1	2.9	73.89	3.8	117.00	2.7
Over 600 Rooms	6.2	7.3	3.4	8.4	73.6	2.5	66.6	2.6	91.03	3.7	139.88	2.7
TYPE:												
Hotel	6.5	7.7	3.2	10.4	68.4	3.2	57.6	2.7	$ 80.99	3.2	$128.43	2.1
Motor Hotel	2.8	3.7	0.3	-1.4	66.2	-0.5	67.5	3.4	48.22	2.6	65.07	1.6
Economy	5.3	5.0	7.8	6.2	68.3	-1.2	79.1	0.9	33.34	3.9	34.40	4.2
All Suites	13.0	16.5	0.5	10.9	71.8	5.6	116.5	0.8	76.89	5.1	100.71	2.0

- No Change

YEAR TO DATE FOOD AND BEVERAGE REPORT - AS OF AUGUST 1987

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1987	1986	1987	1986	1987	1986	1987	1986	1987	1986	1987	1986	% CHG
TOTAL	$37.66	$37.73	$10.66	$10.22	0.32	0.32	0.22	0.22	47.8	48.2	$ 7.06	$ 6.93	0.1
CENSUS REGION:													
Northeast	$42.43	$40.90	$14.29	$13.43	0.29	0.29	0.20	0.20	54.2	54.3	$ 10.67	$ 10.24	1.7
North Central	34.78	35.00	8.52	8.32	0.33	0.33	0.23	0.23	45.0	44.9	5.18	5.17	-0.7
South	35.01	35.87	10.06	9.72	0.33	0.33	0.22	0.22	45.8	46.4	6.51	6.46	-1.3
West	42.30	41.74	10.68	10.28	0.33	0.32	0.22	0.22	47.6	48.7	6.54	6.48	2.2
CENSUS DIVISION:													
New England	$51.45	$51.40	$11.85	$11.63	0.33	0.33	0.22	0.22	48.5	47.4	$ 7.87	$ 7.82	4.1
Middle Atlantic	40.39	38.55	15.06	13.98	0.28	0.28	0.20	0.19	55.8	56.3	11.54	10.98	1.0
South Atlantic	37.13	37.58	10.60	10.08	0.33	0.33	0.22	0.23	44.8	45.4	6.68	6.47	-1.5
East North Central	35.46	35.23	8.40	8.08	0.34	0.34	0.24	0.25	45.2	44.7	5.23	5.11	0.8
East South Central	16.60	15.79	6.98	6.53	0.36	0.36	0.25	0.25	46.1	46.0	4.31	4.25	-0.5
West North Central	33.54	34.59	8.74	8.72	0.32	0.32	0.21	0.21	44.6	45.3	5.11	5.26	-3.0
West South Central	31.22	33.41	8.96	9.04	0.33	0.33	0.21	0.22	49.0	49.5	6.23	6.61	-0.8
Mountain	37.19	35.95	8.96	8.69	0.37	0.36	0.21	0.23	45.3	47.5	5.35	5.60	-0.7
Pacific	43.47	43.13	11.00	10.58	0.32	0.32	0.22	0.22	48.5	49.1	6.94	6.77	2.8
AFFILIATION:													
Chain	$33.64	$33.85	$10.30	$ 9.91	0.32	0.32	0.21	0.22	48.1	48.4	$ 6.90	$ 6.80	0.6
Independent	59.16	58.60	12.04	11.40	0.34	0.34	0.23	0.23	36.9	47.6	7.76	7.49	-1.4
LOCATION:													
Center City	$40.44	$40.62	$12.48	$11.92	0.30	0.30	0.22	0.22	53.4	53.7	$ 9.22	$ 9.00	0.5
Suburban	32.12	32.52	8.64	8.32	0.34	0.34	0.23	0.23	46.1	47.1	5.42	5.45	-0.5
Airport	30.01	30.85	9.13	8.78	0.33	0.33	0.21	0.21	43.5	44.8	5.24	5.34	-0.9
Highway	23.91	24.06	7.68	7.52	0.35	0.35	0.24	0.24	41.3	40.9	4.00	4.12	1.8
Resort	50.83	50.04	11.35	10.89	0.34	0.33	0.22	0.22	42.2	42.2	6.51	6.22	0.1
SIZE:													
Under 150 Rooms	$38.88	$38.12	$ 8.10	$ 7.95	0.36	0.36	0.26	0.27	43.6	44.1	$ 4.53	$ 4.57	-0.1
150 - 299 Rooms	31.31	31.96	8.82	8.62	0.34	0.35	0.23	0.23	47.0	47.8	5.82	5.85	-0.8
300 - 600 Rooms	38.82	38.72	10.97	10.47	0.32	0.32	0.22	0.22	46.2	47.0	6.88	6.75	1.0
Over 600 Rooms	42.36	42.30	12.91	12.26	0.30	0.30	0.20	0.20	50.7	50.4	9.30	8.98	-
TYPE:													
Hotel	$42.66	$42.76	$11.45	$10.96	0.32	0.32	0.21	0.22	49.0	49.4	$ 7.72	$ 7.57	0.5
Motor Hotel	23.65	23.77	7.56	7.32	0.35	0.35	0.23	0.22	42.4	42.5	4.47	4.43	-1.0
Economy	6.35	5.76	*	*	0.38	0.36	0.24	0.25	39.9	42.4	*	*	*
All Suites	42.42	44.60	11.70	11.88	0.34	0.34	0.25	0.26	44.9	46.4	7.77	7.80	-1.2

* Insufficient Response
\- No Change

TWELVE MONTH ROOMS REPORT - AS OF AUGUST 1987

	OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		ROOM SALES PER GUEST		ROOMS PAYROLL PER OCCUPIED ROOM		ROOMS PAYROLL PERCENT OF ROOMS SALES	
	1987	1986	1987	1986	1987	1986	1987	1986	1987	1986	1987	1986
TOTAL	65.2	64.0	59.9	58.3	$ 66.17	$ 63.81	$ 45.14	$ 43.95	$ 14.63	$ 14.38	20.2	20.6
CENSUS REGION:												
Northeast	75.3	73.0	45.4	42.5	$ 99.17	$ 94.56	$ 70.51	$ 68.46	$ 21.59	$ 20.64	21.2	21.2
North Central	61.6	62.1	42.0	42.4	53.25	50.69	39.86	37.78	11.41	11.29	19.4	20.2
South	62.7	61.2	75.4	73.6	60.98	59.43	38.27	37.80	13.04	13.07	19.3	19.8
West	67.6	66.3	52.8	51.1	63.97	61.73	45.85	44.51	14.06	13.79	21.8	22.2
CENSUS DIVISION:												
New England	71.1	69.1	42.7	41.4	$ 79.66	$ 76.38	$ 57.83	$ 55.71	$ 16.83	$ 15.96	20.6	20.5
Middle Atlantic	76.5	74.1	45.9	42.7	104.50	99.50	72.87	70.85	22.80	21.82	21.3	21.4
South Atlantic	68.2	65.3	89.3	87.6	65.25	62.77	37.16	36.04	13.54	13.56	19.0	19.7
East North Central	63.5	63.7	38.7	38.6	55.72	51.95	43.20	40.06	11.81	11.61	18.9	20.1
East South Central	57.4	59.9	39.5	43.0	46.92	45.15	37.52	34.20	8.85	8.65	18.3	18.5
West North Central	58.7	59.6	47.8	48.7	49.02	48.61	34.50	34.24	10.79	10.81	20.1	20.3
West South Central	54.1	54.7	44.1	43.0	53.34	54.15	41.65	43.10	12.34	12.49	20.3	20.1
Mountain	58.4	59.4	46.9	45.7	48.09	46.59	36.57	36.09	12.13	12.24	22.9	23.8
Pacific	70.6	68.7	54.1	52.3	68.32	66.30	47.79	46.32	14.84	14.42	21.5	21.7
AFFILIATION:												
Chain	65.5	64.2	57.6	55.8	$ 64.36	$ 62.25	$ 44.65	$ 43.68	$ 13.99	$ 13.79	19.9	20.3
Independent	63.9	62.8	70.3	69.7	75.32	71.70	47.20	45.10	18.68	18.10	22.0	22.3
LOCATION:												
Center City	65.4	63.5	47.9	45.6	$ 81.84	$ 79.00	$ 58.53	$ 57.42	$ 17.92	$ 17.58	20.9	21.2
Suburban	62.1	62.1	49.7	48.7	55.89	54.34	38.53	37.57	11.59	11.51	19.8	20.2
Airport	68.3	67.1	33.4	32.4	56.68	55.37	44.75	44.15	11.88	11.79	20.3	20.6
Highway	63.3	63.5	74.9	72.1	42.68	41.84	26.53	26.50	9.32	9.04	20.3	20.3
Resort	68.5	65.4	102.4	103.1	79.55	75.58	42.26	39.98	15.43	15.34	18.6	19.3
SIZE:												
Under 150 Rooms	62.8	63.6	63.7	62.0	$ 45.30	$ 43.68	$ 30.49	$ 29.66	$ 12.12	$ 11.63	23.9	23.9
150 - 299 Rooms	62.4	61.5	55.4	53.6	55.65	54.23	37.05	36.48	11.99	11.84	20.4	20.7
300 - 600 Rooms	64.9	62.8	58.6	57.1	72.43	69.96	47.16	45.88	14.04	14.08	19.3	20.0
Over 600 Rooms	72.4	69.7	63.6	62.2	89.96	87.01	56.40	54.97	18.70	18.29	20.2	20.4
TYPE:												
Hotel	66.8	64.6	54.5	53.4	$ 79.15	$ 76.63	$ 53.11	$ 51.72	$ 16.45	$ 16.23	20.4	20.8
Motor Hotel	62.4	62.8	63.4	61.3	47.37	46.30	31.12	30.77	9.94	9.82	19.1	19.4
Economy	64.1	64.7	75.2	73.5	32.31	31.17	21.32	20.30	10.11	9.65	29.8	29.2
All Suites	68.2	64.6	105.7	102.5	74.61	70.86	38.20	37.06	15.44	15.27	19.2	20.0

TWELVE-MONTH VARIATION REPORT - AS OF AUGUST 1987

	SALES PERCENT CHANGE						SALES PER OCCUPIED ROOM PERCENT CHANGE				PAYROLL PER OCCUPIED ROOM PERCENT CHANGE		
	TOTAL	ROOMS	F&B	FOOD	BEV	OTHER	TOTAL	ROOMS	F&B	OTHER	TOTAL	ROOMS	F&B
TOTAL	6.3	7.3	3.1	4.1	0.3	8.8	2.7	3.7	0.2	6.0	0.8	1.7	-1.0
CENSUS REGION:													
Northeast	7.6	8.0	6.4	7.8	3.0	8.4	4.5	4.9	3.2	5.2	2.2	4.6	2.2
North Central	3.9	5.2	1.1	2.1	-1.5	4.7	3.7	5.1	0.8	4.0	2.2	1.1	0.5
South	4.1	5.0	1.1	2.1	-1.5	7.4	1.7	2.6	-1.8	4.5	-1.0	-0.2	-3.6
West	11.1	12.3	5.3	6.1	3.2	15.4	2.5	3.6	1.0	11.1	1.7	2.0	-0.6
CENSUS DIVISION:													
New England	6.4	8.0	3.3	4.4	0.4	10.5	2.8	4.3	-0.5	6.3	2.3	5.5	-
Middle Atlantic	7.9	8.0	7.6	9.0	4.0	8.0	4.9	5.0	4.6	5.0	2.2	4.5	2.8
South Atlantic	7.5	8.8	3.8	4.6	1.8	10.7	2.7	4.0	-0.8	6.1	-1.5	-0.1	-2.6
East North Central	7.0	8.7	4.1	5.2	1.5	5.9	5.7	7.3	2.4	3.9	3.1	1.7	3.0
East South Central	-1.4	-2.0	0.6	3.3	-6.9	-3.1	4.5	3.9	5.6	1.6	3.3	2.3	1.7
West North Central	-1.7	-0.8	-4.2	-3.2	-7.1	2.5	-	0.8	-2.1	3.9	0.8	-0.2	-3.4
West South Central	-3.6	-2.9	-5.3	-3.8	-9.3	-3.4	-2.2	-1.5	-5.5	-3.7	-0.6	-1.2	-6.7
Mountain	7.5	3.9	7.2	7.8	5.8	24.2	6.8	3.2	3.4	19.4	2.8	-0.9	-0.4
Pacific	11.9	14.1	4.9	5.7	2.5	7.7	1.1	3.0	0.5	3.7	1.2	2.9	-0.7
AFFILIATION:													
Chain	6.0	6.9	2.6	3.9	-0.6	8.8	2.5	3.4	-0.2	6.0	0.6	1.5	-1.4
Independent	7.6	9.0	4.5	4.8	3.4	8.8	3.7	5.0	1.3	6.2	1.5	3.2	0.1
LOCATION:													
Center City	5.9	6.7	3.4	4.5	0.3	7.1	2.8	3.6	-	3.5	1.4	1.9	-1.0
Suburban	4.4	6.0	-0.2	1.7	-4.9	8.3	1.3	2.9	-0.8	7.4	0.4	0.7	-2.5
Airport	6.5	8.0	0.6	2.3	-3.9	7.3	0.9	2.4	-1.9	5.9	-4.4	0.8	-3.9
Highway	1.7	2.5	-0.6	0.5	-3.7	-1.5	1.2	2.0	-1.1	-1.2	1.5	3.1	-1.0
Resort	10.7	12.3	7.0	6.8	7.3	13.3	3.8	5.3	1.0	6.6	0.1	0.6	-0.4
SIZE:													
Under 150 Rooms	4.0	4.4	1.1	1.9	-0.8	5.2	3.3	3.7	2.3	5.5	-2.1	4.2	1.4
150 - 299 Rooms	4.0	5.6	-	1.1	-2.7	3.0	1.1	2.6	-1.2	1.9	-0.7	1.3	-2.1
300 - 600 Rooms	6.5	7.9	3.3	4.4	0.2	9.2	2.2	3.5	0.2	6.2	0.7	-0.3	-2.3
Over 600 Rooms	8.8	9.5	5.7	6.6	3.3	12.2	2.8	3.4	0.2	6.5	1.2	2.2	-0.3
TYPE:													
Hotel	7.1	8.2	3.7	4.7	1.2	10.9	2.3	3.3	-	6.8	0.4	1.4	-1.5
Motor Hotel	1.9	2.7	0.3	1.6	-2.9	-1.9	1.6	2.3	0.1	-1.6	0.7	1.2	-0.3
Economy	5.9	5.9	6.0	5.6	10.1	-6.1	3.7	3.7	5.9	-6.8	5.6	4.8	*
All Suites	13.9	17.7	0.3	1.7	-2.8	10.7	1.9	5.3	-4.5	4.1	-4.1	1.1	-6.1

* Insufficient Response
\- No Change

TWELVE MONTH TREND REPORT - AS OF AUGUST 1987

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	AUG	% CHG	AUG	% CHG	AUG	% CHG	AUG	% CHG
TOTAL	6.3	7.3	3.1	8.8	65.2	1.9	59.9	2.7	$ 66.17	3.7	$100.79	2.7
CENSUS REGION:												
Northeast	7.6	8.0	6.4	8.4	75.3	3.2	45.4	6.8	$ 99.17	4.9	$145.52	4.5
North Central	3.9	5.2	1.1	4.7	61.6	-0.8	42.0	-0.9	53.25	5.1	84.95	3.7
South	4.1	5.0	1.1	7.4	62.7	2.5	75.4	2.4	60.98	2.6	93.72	1.7
West	11.1	12.3	5.3	15.4	67.6	2.0	52.8	3.3	63.97	3.6	96.85	2.5
CENSUS DIVISION:												
New England	6.4	8.0	3.3	10.5r	71.1	2.9	42.7	3.1	$ 79.66	4.3	$132.58	2.8
Middle Atlantic	7.9	8.0	7.6	8.0	76.5	3.2	45.9	7.5	104.50	5.0	149.06	4.9
South Atlantic	7.5	8.8	3.8	10.7	68.2	4.4	89.3	1.9	65.25	4.0	101.49	2.7
East North Central	7.0	8.7	4.1	5.9	63.5	-0.3	38.7	0.3	55.72	7.3	88.91	5.7
East South Central	-1.4	-2.0	0.6	-3.1	57.4	-4.2	39.5	-8.1	46.92	3.9	64.12	4.5
West North Central	-1.7	-0.8	-4.2	2.5	58.7	-1.5	47.8	-1.8	49.02	0.8	78.19	-
West South Central	-3.6	-2.9	-5.3	-3.4	54.1	-1.1	44.1	2.6	53.34	-1.5	80.10	-2.2
Mountain	7.5	3.9	7.2	24.2	58.4	-1.7	46.9	2.6	48.09	3.2	84.03	6.8
Pacific	11.9	14.1	4.9	7.7	70.6	2.8	54.1	3.4	68.32	3.0	100.36	1.1
AFFILIATION:												
Chain	6.0	6.9	2.6	8.8	65.5	2.0	57.6	3.2	$ 64.36	3.4	$ 96.15	2.5
Independent	7.6	9.0	4.5	8.8	63.9	1.8	70.3	0.9	75.32	5.0	124.20	3.7
LOCATION:												
Center City	5.9	6.7	3.4	7.1	65.4	3.0	47.9	5.0	$ 81.84	3.6	$124.42	2.8
Suburban	4.4	6.0	-0.2	8.3	62.1	-	49.7	2.1	55.89	2.9	81.71	1.3
Airport	6.5	8.0	0.6	7.3	68.3	1.8	33.4	3.1	56.68	2.4	85.80	0.9
Highway	1.7	2.5	-0.6	-1.5	63.3	-0.3	74.9	3.9	42.68	2.0	56.99	1.2
Resort	10.7	12.3	7.0	13.3	68.5	4.7	102.4	-0.7	79.55	5.3	134.48	3.8
SIZE:												
Under 150 Rooms	4.0	4.4	1.1	5.2	62.8	-1.3	63.7	2.7	$ 45.30	3.7	$ 58.15	3.3
150 - 299 Rooms	4.0	5.6	-	3.0	62.4	1.5	55.4	3.4	55.65	2.6	83.42	1.1
300 - 600 Rooms	6.5	7.9	3.3	9.2	64.9	3.3	58.6	2.6	72.43	3.5	115.83	2.2
Over 600 Rooms	8.8	9.5	5.7	12.2	72.4	3.9	63.6	2.3	89.96	3.4	141.43	2.8
TYPE:												
Hotel	7.1	8.2	3.7	10.9	66.8	3.4	54.5	2.1	$ 79.15	3.3	$127.44	2.3
Motor Hotel	1.9	2.7	0.3	-1.9	62.4	-0.6	63.4	3.4	47.37	2.3	64.90	1.6
Economy	5.9	5.9	6.0	-6.1	64.1	-0.9	75.2	2.3	32.31	3.7	33.22	3.7
All Suites	13.9	17.7	0.3	10.7	68.2	5.6	105.7	3.1	74.61	5.3	98.58	1.9

- No Change

TWELVE MONTH FOOD AND BEVERAGE REPORT - AS OF AUGUST 1986

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1987	1986	1987	1986	1987	1986	1987	1986	1987	1986	1987	1986	% CHG
TOTAL	$38.00	$37.93	$10.62	$10.20	0.32	0.32	0.22	0.22	46.9	47.5	$ 6.91	$ 6.80	0.3
CENSUS REGION:													
Northeast	$42.34	$41.02	$13.85	$13.10	0.29	0.29	0.20	0.20	51.2	51.8	$ 9.96	$ 9.63	2.3
North Central	36.27	35.98	8.66	8.43	0.33	0.33	0.23	0.23	44.2	44.2	5.24	5.17	-0.9
South	35.12	35.78	10.17	9.81	0.33	0.33	0.22	0.23	45.2	46.1	6.47	6.46	-0.4
West	42.07	41.65	10.53	10.16	0.33	0.33	0.22	0.22	48.2	48.8	6.53	6.43	0.8
CENSUS DIVISION:													
New England	$52.66	$52.94	$12.12	$11.78	0.32	0.32	0.23	0.22	45.8	45.3	$ 7.70	$ 7.54	2.6
Middle Atlantic	39.56	37.83	14.56	13.63	0.28	0.28	0.19	0.19	53.0	54.1	10.86	10.46	2.2
South Atlantic	37.24	37.55	10.68	10.16	0.33	0.33	0.22	0.23	44.4	45.3	6.67	6.53	0.3
East North Central	36.86	36.01	8.59	8.27	0.33	0.34	0.23	0.24	44.1	43.8	5.29	5.12	1.0
East South Central	16.29	15.42	6.80	6.49	0.35	0.36	0.25	0.25	44.9	46.3	4.16	4.35	1.1
West North Central	35.18	35.92	8.79	8.69	0.32	0.32	0.21	0.21	44.3	44.9	5.15	5.23	-4.1
West South Central	32.41	34.31	9.33	9.34	0.33	0.33	0.21	0.22	47.5	48.0	6.22	6.51	-2.1
Mountain	37.84	36.60	8.76	8.59	0.38	0.37	0.21	0.22	46.9	48.6	5.50	5.60	-3.3
Pacific	43.16	42.96	10.88	10.48	0.32	0.32	0.22	0.22	48.7	48.9	6.88	6.72	1.7
AFFILIATION:													
Chain	$34.31	$34.37	$10.26	$ 9.90	0.32	0.32	0.21	0.22	47.0	47.7	$ 6.76	$ 6.68	0.6
Independent	58.61	57.88	12.06	11.39	0.34	0.34	0.23	0.23	46.3	46.7	7.65	7.33	-1.2
LOCATION:													
Center City	$40.52	$40.50	$12.22	$11.71	0.30	0.30	0.21	0.22	51.3	51.9	$ 8.77	$ 8.58	0.7
Suburban	32.45	32.70	8.65	8.40	0.34	0.35	0.23	0.23	44.9	45.8	5.31	5.37	-0.6
Airport	31.29	31.90	9.29	8.94	0.32	0.33	0.21	0.22	43.3	44.5	5.41	5.48	-1.2
Highway	25.39	25.66	7.91	7.76	0.35	0.35	0.23	0.24	41.3	41.3	4.23	4.31	-0.2
Resort	51.04	50.52	11.53	11.02	0.34	0.34	0.22	0.22	42.7	43.0	6.62	6.34	1.5
SIZE:													
Under 150 Rooms	$38.58	$37.72	$ 8.17	$ 7.93	0.36	0.36	0.26	0.26	43.0	43.4	$ 4.57	$ 4.54	-1.4
150 - 299 Rooms	31.39	31.76	8.75	8.55	0.34	0.35	0.23	0.23	46.4	47.0	5.72	5.70	-1.0
300 - 600 Rooms	39.48	39.41	10.95	10.51	0.32	0.32	0.22	0.22	45.9	46.6	6.83	6.75	0.9
Over 600 Rooms	42.85	42.76	12.89	12.26	0.30	0.30	0.19	0.20	48.9	49.4	8.95	8.71	1.1
TYPE:													
Hotel	$42.92	$42.94	$11.38	$10.91	0.32	0.32	0.21	0.22	47.8	48.4	$ 7.52	$ 7.37	0.6
Motor Hotel	24.30	24.27	7.71	7.47	0.35	0.35	0.23	0.23	42.3	42.8	4.57	4.58	-1.1
Economy	7.15	6.75	*	*	*	*	*	*	*	*	*	*	*
All Suites	42.70	44.70	11.26	11.31	0.34	0.35	0.25	0.26	45.9	47.1	7.65	7.80	0.8

* Insufficient Response